



# **USAID Resources and Mechanisms for Trade Capacity Building**

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**December 5-6, 2002**

# EGAT/EG/TIF Trade, Investment and Finance Team

- Who we are
  - Economic growth, agriculture, and trade pillar bureau
  - Newly formed trade, investment and finance team
  - Worldwide mission
  - New tools to support missions



# EGAT/EG/TIF Mission

- Promote strategic cooperation
- Provide technical advice and support to the field Missions and Regional Bureaus
- Develop and design pilot projects and innovations for wider application
- Provide research on emerging global issues
- Work with Missions and Regional Bureaus to incorporate trade into Mission strategies and facilitate trade capacity development within AID and AID-assisted countries



# What we bring

- SEGIR Vehicles
- Trade Enhancement for the Services Sector
- SELDEN
- DOHA
- Interactive TradeMap
- Trade Capacity Building



# What we bring (continued)

- SPS - CAAS
- PFID
- Raise
- 2002 Survey on Trade Capacity Building
  - <http://qesdb.cdie.org/tcb/index.html>
- EGAT Website
  - <http://inside.usaid.gov/EGAT/trade/index.html>





- The Support for Economic Growth and Institutional Reform (SEGIR) offers
  - Quick access to 250 contractors
  - USDH expertise from the EGAT and external resources groups specializing in five functional areas

# SEGIR Functional Areas

- Global Business Trade & Investment
  - \$337M out of potential \$537M
  - Expires 8/03
- Financial Services
  - \$162M out of potential \$365M
  - Expires 1/04
- Legal & Institutional Reform
  - \$60M out of a potential \$108M
  - Expires 12/02
- Macroeconomic Policy
  - \$64M out of a potential \$75M
  - Expires 6/05
- Privatization
  - \$110M out of a potential \$224M
  - Expires 12/02



# SEGIR Key Contacts

- GBTI
  - Grant Morrill (gmorrill@usaid.gov)
- Fin Ser
  - John Carihfield (jcarihfield@usaid.gov)
- Macro
  - Jim Elliot (jelliot@usaid.gov)
- LIR
  - Nick Klissas (nklissas@usaid.gov)
- Priv
  - Art Warman (awarman@usaid.gov)
- Check the Web
  - [http://www.usaid.gov/economic\\_growth/egad/em/segir/segir.htm](http://www.usaid.gov/economic_growth/egad/em/segir/segir.htm)





# Trade Enhancement for the Services Sector (TESS)

- TESS is a new three-year SEGIR Task Order that supports service sector liberalization
- Designed to support Missions in formulating and implementing trade strategies



# TESS Activities

- Bilateral mission support on a quick response basis
- Service sector pamphlets
- Data base development and global website
- Analyses
- Trade training modules
- Regional service sector seminars



# TESS Key Information

- Three-year Task Order, expiring FY2005
- Open to all Developing Countries
- Implemented by Carana Corporation
- Core funding, co-financing, and buy-in options
- Three week turnaround on tasking
- Key contact: Art Warman  
([awarman@usaid.gov](mailto:awarman@usaid.gov))
- Eduardo Tugendhart  
([etugendhart@carana.com](mailto:etugendhart@carana.com))



# SELDEN Project

- Useful for assessing commercial law regimes
- Covers laws concerning
  - Contract and dispute resolution
  - Property rights (IPR, Land and Moveables)
  - Bankruptcy and company law
  - Trade law and foreign direct investment



# SELDEN Activities

- Up to 11 commercial law assessments
- Trade law assessments (under development)
- Short-term consultative work possible
- Assessments can be prepared to help Missions design scopes of work and strategies





# SELDEN Key Information

- Three-year task order expires FY 2005
- Open to all developing countries
- Implemented by Booz Allen Hamilton
- Core funding, with buy-in from the field
- One-month notice for short-term taskings
- Key contact: Nick Klissas  
([nklissas@usaid.gov](mailto:nklissas@usaid.gov))



# Doha Project

- Three-year SEGIR task order
- Provides WTO accession support for up to three countries
- Also provides short-term trade-related consultative services
- Available to developing countries



# Doha Activities

- WTO Accession for Cape Verde (begins November 2002)
- Short-term services in WTO disciplines
  - Intellectual Property Rights (IPR)
  - Services
  - Sanitary Phyto-Sanitary Standards (SPS)
  - Customs
  - Technical Barriers to Trade



# Doha Key Information

- Three-year task order expires FY 2005
- Open to all developing countries
- Implemented by Booz Allen Hamilton
- Core funding, with buy-in for the field
- One-month notice for short-term taskings
- Key contacts:
  - Nick Klissas ([nklissas@usaid.gov](mailto:nklissas@usaid.gov))
  - Anne Simmons-Benton ([asimmons-benton@usaid.gov](mailto:asimmons-benton@usaid.gov))



# Interactive TradeMap

- Interactive TradeMap is a database developed by the International Trade Center (ITC), a joint trade promotion agency of the United Nations (UNCTAD) and the WTO
  - Two year purchase of use and dissemination of TradeMap
  - Online access to the world's largest trade database
  - Access to market analysis tools in an interactive environment





# TradeMap Activities

- Analyze export and import markets
- Overview of competitors in the global market
- Assess competitors in specific export markets
- Find opportunities to diversify products in a specific export market
- Identify bilateral trade opportunities
- Find information on tariff and non-tariff barriers



# TradeMap Implementation

- Available NOW
- Passwords will be required starting in February 2003
- Interim system to get the tool out to the field
- Training—12 regional courses and several in Geneva
- Three languages—French, Spanish and English upon full implementation



# TradeMap Password Information

- Internet address:  
<http://www.trademap.net/itc/login.htm>
- Username: usaid
- Password: field
- Both username and password are lowercase



# TradeMap—Missions' Role

- Missions play a critical role in disseminating the password
- Dissemination to
  - Ministries who handle trade
  - Trade promotion projects
  - Private sector
  - Non-governmental organizations
  - Chambers of Commerce



# TradeMap Key Information

- Open to all countries where the United States has a presence
- Implemented by the ITC
- Two-year program, ending FY 2004
- Dissemination by Missions
- Key Contact—Anne Simmons-Benton  
([asimmons-benton@usaid.gov](mailto:asimmons-benton@usaid.gov))





# Support for Trade Capacity-building (TCB) Activities

- Under this Task Order, EGAT can quickly respond to Missions' request to deploy technical assistance teams with expertise in a broad range of trade capacity building areas.
- These projects may be particularly useful to Missions that are in a transition period leading to expanded trade and economic growth programs.



# TCB Activities

- Country-specific “trade mainstreaming” projects to help integrate pro-trade policy and capacity building into national economic growth and poverty-reduction strategies (e.g., Mozambique, Mali)
- Identify/prioritize new Mission trade capacity building projects (e.g., Morocco, in connection with U.S.-Morocco FTA under negotiation)
- Technical research and workshops on global trade capacity-building issues. Projects just completed or in the works cover customs reform, trends in world textiles markets, and regional trade agreements.
- Trade training courses for USAID staff and senior officials, including this one.



# TCB Key Information

- Three-year Task Order runs through FY2004
- Implemented by Nathan Associates Inc.
- Bureaus and missions are normally expected to share the costs of regional or country-specific projects
- CTO—John Ellis (jellis@usaid.gov)
- COP – Erin Endean (eendean@nathaninc.com)



# Trade Capacity Assistance in Agricultural Standards (CAAS)

- Designed to address full range of development needs related to development and application of Sanitary and Phytosanitary (SPS) measures and other agricultural and agribusiness standards.
- Includes public and private sector development needs, including
  - Strengthening public sector regulatory regimes; and
  - Helping agricultural and food producers meet standards and regulations in key international markets.



# CAAS Key Components

- Technical research on issues affecting a broad range of developing countries
- Development of related training resources, followed by regional workshops
- Surveys and analysis of critical SPS issues in specific regions and countries
- In-depth evaluation of previous or existing SPS-related projects and lessons learned
- Assistance with design of SPS projects





# CAAS Key Information

- Three-year Task Order that expires in FY 2005
- Implemented by a consortium led by Development Alternatives, Inc.(DAI)
- Open to all developing countries
- Core funding with buy-in from the field
- CTO—John Ellis ([jellis@usaid.gov](mailto:jellis@usaid.gov))



# Partnerships for Food Industry Development (PFID)



- Promoting science-based legal, regulatory and policy frameworks for international trade in food products
- Adapting and applying food processing and marketing technologies to create value-added products and/or to improve their safety and quality



# PFID: A New Alliance Between Universities and Food Industries



- Seafood, meat and produce export programs underway in AFR, LAC and E&E
- A Leader-with-Associate mechanism for Mission buy-in
- Expansion in FY03 to include the full range of high-value products
- Contact Ivor Knight  
[iknight@usaid.gov](mailto:iknight@usaid.gov)

